

US EXECUTIVE APPROVAL FORM**CUSTOMER NAME:** Cox Communications**SECTION I - Approval Requests:****HQAPP Request #1**

This request to gain approval to make a referral/influence payment to Accenture in the amount of \$125,000 for their assistance at Cox Communications in a competitive ERP/SCM against PSFT/JDE. We are still in the selling phase of this opportunity at Cox. Accenture has been retained to complete some business case justification and process definition work at Cox. There is a good chance (greater than 50%) that they will also serve as the SI for this implementation.

Payment will only be made if Oracle ultimately signs a license transaction for applications at Cox before May 31, 2004.

Payment structure is as follows:

If Oracle signs a license deal with Cox in excess of \$1.5m by Nov 30, 2003, Accenture will be paid \$125,000 for their assistance and influence.

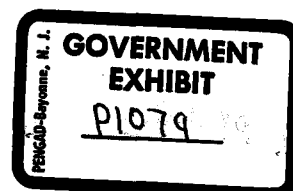
If Oracle signs license deal with Cox in excess of \$1.5m before May 31, 2004 Accenture will be paid \$100,000 for their assistance and influence.

SECTION II – Deal Summary:

Deal Summary	
Programs	Financials, SCM programs
License Discount	Undetermined as we have not gotten to that point with customer yet
Support Discount	undetermined
Comp & Admin Discount	-
Phased Implementation for Comp & Admin?	-
Support Options/Holds	
Price Holds	
List License	
List Support	
List Comp & Admin	
Net License	
Net Support	
Net Comp & Admin	
Net Total Price	
Price List Used	

Customer History - Existing Price Holds	
Existing contractual discount (price hold)	45%
Date of Price List for price hold	May 2002
When does price hold expire?	May 2004

9/30/2003 v.1

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Price hold program categories (database, server, erp, crm, hr/payroll, app suite)	financials
Name of Agreement if applicable	SLSA 235407-Sep 12-96

Justification:

Accenture to date has been very supportive of Oracle's efforts at Cox. The partners at Cox are also very close to Oracle at Cingular in Atlanta and want a relationship with Oracle to open opportunities at Cingular. They have been much more forthcoming with Info and have been helpful in helping Oracle to craft winning message.

The justification for this payment is that they can provide significant help in guiding customer toward Oracle solution based on requirements.

Customer currently runs JDE financials and limited purchasing, warehouse management software and Peoplesoft HR software.

We need Accenture's continued support and influence to secure this win and they expect to be compensated for this help.

Recommendation: *(leave blank for HQAPP to fill out)*

Submitted By: *Bart Williams*

Field RM name if submitted by iSD:

R: *(leave blank for HQAPP to fill out)*

C:

L:

A:

BP:

PLEASE NOTE THAT HQAPP WILL NOT REVIEW ANYTHING BELOW AND NOTHING BELOW WAS CONSIDERED FOR THEIR APPROVAL. ONLY DETAILS IN THE REQUEST SECTION (SECTION I) ABOVE WERE CONSIDERED IN THE APPROVAL GRANTED.

SECTION V – Ordering Document Details**Instructions - Fill in all sections completely.****APPROVAL REQUIREMENTS** - Refer to the Approval Matrix at <http://esource.oraclecorp.com>**PRICING REQUIREMENTS** – Refer to Price List and Price List Supplement for minimums and prerequisites.**PRICING SPREADSHEET** – Include a pricing spreadsheet showing all products, quantities, license types, pricing, and discounts. Indicate if discount for drafting contract differs from approved discount.**MIGRATIONS** - If your deal contains a migration, you must submit a Migration Worksheet to the ELM (eBusiness License Migrations) team. Refer to <http://nafo.us.oracle.com> under the Contract Management tab and e-Business License Migrations header to download the spreadsheet and for additional information.**Note: All business approvals & quotes are valid through the quarter they were approved, unless a formal RFP or Tender requires a longer validity period.**

General Information	
Contract requested by (insert date): After all approvals are obtained - Allow 24 hours for standard contracts and 48 hours for non-standard contracts.	8/27//03
Opportunity I.D. (OSO Number):	
Is this a ship order?	Yes <input type="checkbox"/> x <input checked="" type="checkbox"/> No
Deal Structure (indicate Direct, Pass-Through, Sublicense, or Trial License):	Direct
Is this deal the result of a compliance issue that LMS has been involved in?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> x <input type="checkbox"/> No
Does deal contain new licenses with an <i>approved</i> non-supported license type (i.e. metric is not nor ever has been on Oracle's price list):	<input type="checkbox"/> Yes (specify non-supported license type and eBusiness license type used to determine conversion) <input checked="" type="checkbox"/> x <input type="checkbox"/> No
Quote Valid Through (insert date):	12/31/02
Partner (insert name, if applicable)?	Margin or % of net license fees _____
VAD (insert name, if applicable)?	Margin or % of net license fees _____
PARTNER PAYMENT: If this is a direct deal, does it involve a Partner Referral Fee?	<input type="checkbox"/> Yes <input type="checkbox"/> No
If yes, specify payment type:	<input type="checkbox"/> Applications Affiliate Fee <input type="checkbox"/> ROP Fee (GB Use Only)
MIGRATIONS OR UPDATES:	Yes <input type="checkbox"/> x <input checked="" type="checkbox"/> No
PREMIUM SERVICES:	Yes <input type="checkbox"/> x <input checked="" type="checkbox"/> No
INCIDENT PACKS:	Yes <input type="checkbox"/> x <input checked="" type="checkbox"/> No
INTERNATIONAL: Requires an International Notification Form to be forwarded to your manager, contract specialist, and NASINFO or OGEHINFO.	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> x <input type="checkbox"/> No
Payment Terms:	<input type="checkbox"/> x <input type="checkbox"/> Net 30 <input type="checkbox"/> Other (Specify) _____
Referenced Agreement:	<input type="checkbox"/> New OLSA <input checked="" type="checkbox"/> x <input type="checkbox"/> Other SLSA-255769-20-DEC-96

Customer and Administrative Information – all fields must be filled in	
Customer's EXACT Legal Name:	SunTrust Banks, Inc
Business Address:	PO Box 4418
City / State / Zip:	Atlanta, GA 30302
Customer Contract Admin:	Emily Goolsby
Phone #:	404-588-7777
Fax #:	
E-mail ID:	Emily.goolsby@suntrust.com
Billing Contact:	SAME AS ABOVE
(Partner/VAD if Indirect):	
Address:	
City / State / Zip:	
Phone #:	
Fax #:	
E-mail ID:	
Tax Status :	Exempt ____ (Need certificate for ship to state if not on Oracle's Tax Exemption Log)
	Non-Exempt ____
Shipping Contact:	SAME AS ABOVE
Address:	
City / State / Zip:	
Phone #:	
Fax #:	
E-mail ID:	
Technical Support Contact:	SAME AS ABOVE
Address:	
City / State / Zip:	
Phone #:	
Fax #:	
Email ID:	
Partner Name (Indirect):	
Address:	
City / State / Zip:	
Contact Admin:	
Phone #:	
Fax #:	
E-mail ID:	

Education (EPPC)	
Education Prepaid Credit Amount:	\$ _____
Education Discount:	_____ %
Education Revenue:	\$ _____
Education Sales Rep:	_____

PROCESSOR/NAMED USER PROGRAMS/COMPUTER PROGRAMS (REQUIRED INFORMATION)

Make and Operating System required for each program:

Make: NT Server

OS: Win NT

PROGRAMS:

Applications		
Will applications be modified:	Yes	No
Will users be accessing modified Apps from the web:	Yes	No
Have all prerequisites been included:	Yes	No
Will users use Fast Forward RPM:	Yes	No
Will applications be hosted:	Yes	No
Indicate database that Apps will run on:		
Indicate CSI for existing prerequisite database and tools:		

Options not requiring HQAPP, Tier 1, or Tier 2 Approval	
(1)	
(2)	
(3)	
(4)	

Internal Administrative Information	
Applications Sales Manager	Bart Williams
Technology Sales Manager	Matthew Abraham
Account Manager	
iSD Rep	Michael Archambault
Education Sales Rep	
Support Renewals Rep	
Premium Support Rep	
Migrations Manager	
Is there a teaming agreement?	<input type="checkbox"/> Yes (if yes, list all appropriate reps) <input checked="" type="checkbox"/> No
Requester:	Name: <u>Matt Abraham</u> Business Telephone: <u>770-351-3624</u> Cell Phone: <u>770-331-4190</u>